VPS

Virtual Power Solutions

PESTANA

HOTEL GROUP

BUSINESS CASE

Sector

Hospitality

PESTANA HOTEL GROUP

CHALLENGE

Pestana Hotel Group

Project

Increase energy efficiency in 17 hotel units providing them with methodologies and energy management tools.

Goals

- Reduce energy consumption and its costs
- Monitor the consumption of equipment and processes
- Provide energy efficiency training to elements of the organisation

Original Situation

Pestana Group has 100 hotel units throughout Europe, Latin and North America, and Africa. The presence in Portugal includes all 37 Pousadas de Portugal and 29 hotels, some located in magnificent palaces and national monuments.

Pestana's energy managers wanted to implement a complete and comprehensive Energy Efficiency System. The challenge was based on increasing energy efficiency, reducing costs, changing behaviours and replacing inefficient equipment.

Having already tested several solutions on the market, none of them met all the key requirements. Virtual Power Solutions' energy efficiency system, of which Kisense is the most visible aspect, was the first to meet all the requirements. The constant interaction between the Energy Management and Customer Support teams with the various Pestana Group employees was essential for the customer to choose our solution.

185 000
Investment

3,5 Years
Return on Investment

Yearly Consumption
5%
Savings

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SOLUTION

Pestana Hotel Group

Virtual Power Solutions technical solution is based on a centralised architecture that receives information directly from all the devices installed in each monitoring point.

These devices collect data and send it to the central system using, when possible, the existing network infrastructure.

Beforehand an energy audit is undertaken to determine the efficiency of equipment, processes and buildings.

Electricity, gas and water consumptions are monitored at all vital points of all 17 hotels.

This project also supports the implementation of the European ICP (Investor Confidence Project). Virtual Power Solutions is a key partner of this European entity that seeks to standardise the implementation and means of measuring energy efficiency projects..

The Implementation Phase

of this project was divided into two parts. First an exhaustive survey was carried out on the consumption of all points that were intended to be monitored. Also, in 5 Madeira hotels, energy certification was contracted. Virtual Power Solutions assured this service using the devices installed and was the entity responsible for issuing the licenses.

The second phase included device installation in the different monitoring sites of the 14 hotels and 3 "pousadas", all situated in the metropolitan area of Lisbon and in Madeira. Despite its size and diversity of locations, this process was completed in 3 months.

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RESULTS

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Return on Investment

The investment made by the Pestana Group was linked to an energy performance contract ESCO (Energy Service Contract), in which Virtual Power Solutions assumes a part of the risk. The cost of the devices and services is ensured in part by the savings generated by the reduction of energy consumption, significantly reducing customer costs.

Key Services

- Customisable alarms for services (laundries, kitchens, etc.) and equipment
- Periodic visits by the Energy Manager
- Technical advice on equipment
- Determination of several KPI's:
  - Consumption per room
  - Consumption per service

Project Success and Expansion

Thanks to the excellent results obtained by our Kisense solution in this project, the Pestana Group decided to expand the project to include a further 6 hotels in Portugal. Currently, more than a third of the Pestana hotels in Portugal rely on the Virtual Power Solutions energy solution for their energy management.

kisense ENERGY OPTIMISER

VPS is an innovative, market leader in the design and operation of dynamic connected platforms, providing real-time granular data to consumers, network operators and utilities. Minimising consumption by increasing energy efficiency, optimising the time of use and realising the monetisation of loads.

With over 10 years of experience, VPS has a proven team of experts with a strong track record of providing significant benefits to all stakeholders in the modern energy network. Our aim is to become the largest builder and operator of Virtual Power Plants in Europe.

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